

## DEALER FINANCIAL STATEMENT

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Customer No: INcredible Auto Sales  
 Name: 1832 KING AVE WEST  
 Address: BILLINGS MT



Model	08	Serial No.	MT004	Reg. Month	DIS	Line No.	Description	Amount	Line No.	Description	Amount	
<b>ASSETS</b>												
<b>CASH AND CONTRACTS</b>						1	<b>ACCOUNTS PAYABLE</b>		2	<b>ACCUMULATED DEPRECIATION</b>		
Cash on Hand	500					2	Trade Creditors	5000	89980	3	Customer Deposits / Prepaid Distr. Incentives	194123
Cash in Bank / Temp. Cash Investment	35202					4	Customer Deposits / Prepaid Distr. Incentives	708258	14493	5	License and Title Fees	9030
Contracts in Transit	134298					6	<b>TOTAL ACCOUNTS PAYABLE</b>	103030	298596	7	<b>ACCUMULATED LIABILITIES</b>	
<b>TOTAL CASH AND CONTRACTS</b>	<b>170100</b>					8	<b>Interest</b>	3100	20500	9	<b>INVENTORY</b>	
<b>RECEIVABLES</b>						10	<b>Insurance</b>	3110		11	<b>Payroll</b>	3120
<b>CUSTOMER</b>						12	<b>Payroll Taxes / Sales Tax</b>	3130	16259	13	<b>Corporate / Income Tax</b>	3140
Service and Parts	2100					14	<b>Bonuses - Owners and Employees</b>	3150		15	<b>Pension Fund / Profit Sharing</b>	3160
Vehicle	2110					16	<b>Miscellaneous Accruals / Notes Payable Short Term</b>	3170	68505	17	<b>TOTAL ACCRUED LIABILITIES</b>	126186
Customer Notes	2120					18	<b>TOTAL ACCTS. PAYABLE &amp; ACCRUED LIABILITIES</b>	1424782		19	<b>INVENTORY</b>	
Lease, Rental and Service Contracts	2130					20	<b>New Vehicles and Components</b>	3300	925498	21	<b>Used Vehicles</b>	3310
Miscellaneous Customer	2150					22	<b>Other Inventories</b>	3320	37589	23	<b>Leased Vehicles</b>	3400
<b>DISTRIBUTOR</b>						24	<b>Rental Vehicles</b>	3410	57121	25	<b>TOTAL VEHICLES LIABILITIES</b>	2276183
Warranty Claims - KIA	2200					26	<b>TOTAL CURRENT LIABILITIES</b>	2700365		27	<b>RESERVE FOR REPAIRS AND SERVICE CONTRACT LIABILITIES</b>	39116
Warranty Claims - Other	2208					28	<b>NOTES PAY. - CAPITAL LOANS</b>	3600		29	<b>NOTES PAY. - MORTGAGES PAYABLE</b>	3510
Pre-Delivery Service - KIA	2210					30	<b>NOTES PAY. - OTHER NOTES &amp; CONTRACTS</b>	3520		31	<b>OWNERS / OFFICERS NOTES</b>	3630
Factory Holdback Receivable - KIA	2220					32	<b>NOTES PAY. - LEASING</b>	3740		33	<b>NOTES PAY. - OTHER</b>	3800
Factory Holdback Receivable - Other	2226					34	<b>NOTES PAY. - LEASING</b>	3810		35	<b>NOTES PAY. - LEASING</b>	3820
Vehicle Incentives	2240					36	<b>NOTES PAY. - LEASING</b>	3830		37	<b>NOTES PAY. - LEASING</b>	3840
Other Distributor Receivables	2278					38	<b>NOTES PAY. - LEASING</b>	3850		39	<b>NOTES PAY. - LEASING</b>	3860
LAND: Allowance For Doubtful Accounts	2280					40	<b>NOTES PAY. - LEASING</b>	3870		41	<b>NOTES PAY. - LEASING</b>	3880
<b>NET CUST. / DISTR. REC.</b>	<b>450118</b>					42	<b>NOTES PAY. - LEASING</b>	3890		43	<b>NOTES PAY. - LEASING</b>	3900
Finance and Insurance Receivables - Current	33335					44	<b>NOTES PAY. - LEASING</b>	3910		45	<b>NOTES PAY. - LEASING</b>	3920
<b>TOTAL RECEIVABLES</b>	<b>483453</b>					46	<b>NOTES PAY. - LEASING</b>	3930		47	<b>NOTES PAY. - LEASING</b>	3940
<b>INVENTORY</b>						48	<b>TOTAL LONG TERM DEBT</b>	1334137		49	<b>NOTES PAY. - LEASING</b>	3950
* Damps - KIA	2300					50	<b>TOTAL LIABILITIES</b>	3874121		51	<b>NOTES PAY. - LEASING</b>	3960
* Damps - Other	2310					52	<b>NOTES PAY. - CAPITAL LOANS</b>	3970		53	<b>NOTES PAY. - MORTGAGES PAYABLE</b>	3980
* New Vehicles - KIA	2320					54	<b>NOTES PAY. - OTHER NOTES &amp; CONTRACTS</b>	3990		55	<b>NOTES PAY. - LEASING</b>	4000
* New Vehicles - Other	2330					56	<b>NOTES PAY. - OWNERS / OFFICERS NOTES</b>	4010		57	<b>NOTES PAY. - LEASING</b>	4020
<b>TOTAL NEW VEH. INV.</b>	<b>306592</b>					58	<b>NOTES PAY. - LEASING</b>	4030		59	<b>NOTES PAY. - LEASING</b>	4040
Used Vehicles - KIA	2400					60	<b>NOTES PAY. - LEASING</b>	4050		61	<b>NOTES PAY. - LEASING</b>	4060
Used Vehicles - Other	2405					62	<b>NOTES PAY. - LEASING</b>	4070		63	<b>NOTES PAY. - LEASING</b>	4080
Program Vehicles - KIA	2406					64	<b>NOTES PAY. - LEASING</b>	4090		65	<b>NOTES PAY. - LEASING</b>	4100
Parts and Accessories - KIA	2410					66	<b>NOTES PAY. - LEASING</b>	4110		67	<b>NOTES PAY. - LEASING</b>	4120
Parts and Accessories - Other	2418					68	<b>NOTES PAY. - LEASING</b>	4130		69	<b>NOTES PAY. - LEASING</b>	4140
Tires, Gas, Oil and Garage	2430					70	<b>NOTES PAY. - LEASING</b>	4150		71	<b>NOTES PAY. - LEASING</b>	4160
Body Shop Materials / Budget Repairs	2437					72	<b>NOTES PAY. - LEASING</b>	4170		73	<b>NOTES PAY. - LEASING</b>	4180
Work in Process - Labor	2470					74	<b>NOTES PAY. - LEASING</b>	4190		75	<b>NOTES PAY. - LEASING</b>	4200
Non-Automotive Merchandise	2480					76	<b>NOTES PAY. - LEASING</b>	4210		77	<b>NOTES PAY. - LEASING</b>	4220
<b>TOTAL PU. INVENTORIES</b>	<b>3133200</b>					78	<b>NOTES PAY. - LEASING</b>	4230		79	<b>NOTES PAY. - LEASING</b>	4240
<b>OTHER CURRENT ASSETS</b>	<b>2500</b>					80	<b>NOTES PAY. - LEASING</b>	4250		81	<b>NOTES PAY. - LEASING</b>	4260
Prepaid Expenses	2500					82	<b>NOTES PAY. - LEASING</b>	4270		83	<b>NOTES PAY. - LEASING</b>	4280
<b>TOTAL OTHER CURRENT ASSETS</b>	<b>1637799</b>					84	<b>NOTES PAY. - LEASING</b>	4290		85	<b>NOTES PAY. - LEASING</b>	4300
<b>OTHER ASSETS</b>						86	<b>NOTES PAY. - LEASING</b>	4310		87	<b>NOTES PAY. - LEASING</b>	4320
Customer Contracts	2600					88	<b>NOTES PAY. - LEASING</b>	4330		89	<b>NOTES PAY. - LEASING</b>	4340
Life Insurance - Cash Value	2610					90	<b>NOTES PAY. - LEASING</b>	4350		91	<b>NOTES PAY. - LEASING</b>	4360
Non-F Accts Rec - Officers / Owners / Employees Advances	2620					92	<b>NOTES PAY. - LEASING</b>	4370		93	<b>NOTES PAY. - LEASING</b>	4380
Due from Finance Companies - Deferred	2640					94	<b>NOTES PAY. - LEASING</b>	4390		95	<b>NOTES PAY. - LEASING</b>	4400
Other Non-Franchised Assets	2650					96	<b>NOTES PAY. - LEASING</b>	4410		97	<b>NOTES PAY. - LEASING</b>	4420
<b>TOTAL OTHER ASSETS</b>	<b>4202812</b>					98	<b>NOTES PAY. - LEASING</b>	4430		99	<b>NOTES PAY. - LEASING</b>	4440

## FINANCIAL SUMMARY

1048154  
 Net Working Capital Requirement

1290338  
 Actual Working Capital

927500  
 Net Cash  
 Current Assets Less  
 Current Liabilities & Current  
 Long Term Debt

255999  
 Average Monthly Expenses

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## TOTAL INCOME AND EXPENSE

ACCT. #	NAME OF ACCOUNT	ACCT. #	TOTAL DEALERSHIP			(1) NEW KIA DEPARTMENT		(2) NEW OTHER DEPARTMENT	
			MONTH	AMT	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES	1163166		8522705		234588	1715101		8304
2	TOTAL GROSS PROFIT	2376512043		16878181980		45436	214216		
3	DEPARTMENTAL SELLING EXPENSES								
4	Seller Compensation	7000	323311360	2318285374	3121	17489			285
5	Supervision Compensation	7010	23047970	2326311378	2400	28297			
6	Delivery Expenses	7020							
7	Fin., Inv. & S.C. Compensation	7030	5224220	43102255	1029	3965			
8	Advertising - Departmental	7040	428971805	3359071990	5006	53264			
9	Interest - Floor Plan	7050	20441860	154439915	7577	62019	185	5300	
10	TOTAL SELLING EXPENSES INCL	123945215	9979075912	19133	165034	485	5585		
11	DEPARTMENTAL OPERATING EXPENSES								
12	Policy Adjustment	7110	41117	186611					
13	Claims Adjustment	7120							
14	General & Company Vehicles - Dept.	7140	8450356	58596347	1416	8920			
15	Inventory Maintenance	7150	2888122	21659128	686	5268			
16	Personnel Training	7160	125853	882652	113	748			
17	Outside Services - Departmental	7170							
18	Freight	7180	37516	174110					
19	Supplies & Small Tools	7190	106746	880552	79	526			
20	Laundry & Uniforms	7200	572	12758					
21	Perm., Equip., & Vehicles-Dept.	7210							
22	Equip.-Mnt., Tools & Rent-A-Car	7220	47320	400624	12	78			
23	Miscellaneous Expenses	7230	1175	9366					
24	Salaries & Wages	7250	2394101	18152108					
25	Clerical Salaries	7260	5742242	52660312	1148	9595			
26	Vacation & Time Off Pay	7270	1597	383023					
27	TOTAL OPERATING EXPENSES INCL	23411985	182332080	3454	2535				
28	TOTAL SELLING & OTHER EXP. INCL	147831	1180239	22587	190169	485	5585		
29	TOTAL SELL. & OPER. EXP. % OF GROSS PROFIT	6200	6993	4971	8877%	%	%		
30	GROSS PROFIT (LOSS) (LINES 28 & 29 INCL)	903003800	6075793007	22849	24047	-485	-5585		
31	DEPARTMENTAL OPERATING EXPENSES								
32	Rent & Equipment	7400	21596909	1705461011	2865	21802	110	680	
33	Galleries & Wraps - Admin. & General	7410	5183218	41331245	1037	8286			
34	Owners Salaries	7420	10000421	20000118	1300	2600			
35	Payroll Taxes	7430	1073451	97063575	1668	14568			
36	Employer Benefits	7440	4365184	38804230	585	5266			
37	Pension Fund / Profit Sharing	7450							
38	Advertising - General & Institutional	7460	133256	718743	93	754			
39	Stationery & Office Supplies	7470	139359	940356	212	1432			
40	Data Processing Services	7480	5429228	47138279	827	7196			
41	Outside Services - General & Impl.	7480	17166722	132929788	3234	26472			
42	Computer Services - Administration	7500							
43	Contributions	7510	175174	1463686	228	1924			
44	Down & Subscriptions	7520	39417	389523	48	433			
45	Telephone	7530	231898	25094149	343	3428			
46	Legal & Auditing	7540	3526148	27000160	465	3600			
47	Postage	7550	63427	552033	29	509			
48	Travel & Entertainment	7560	142360	649638	285	974			
49	Ment. Light. Power & Water	7570	3123131	26911159	424	3959			
50	Equipment, Tools, Machines & Equipment -	7580	2948124	25108149	447	3568			
51	Equipment, Tools, Machines & Equipment -	7580	2580109	20536122	403	3224			
52	Insurance - (Non-Thru Bridge) Premiums	7600	5180218	40719241	907	7572	250	2000	
53	Travel - Other Than Red Form, Room & Board	7610	130655	1052562	245	2077			
54	Meals - Other Than Room & Board, Lodging	7620	11596488	96713573					
55	TOTAL OVERHEAD EXPENSES INCL	1139724796	8677545111	15645	119644	360	2880		
56	TOTAL EXPENSES LINES 28 & 55	261323A	2047933B	38232	109813	845	8465		
57	ADJUSTED PROFIT (LOSS) (LINES 28 & 55 INCL)	-23672996	-860175C	7204	-95597	-845	-8465		
58	OPERATING PROFIT (LOSS) (LINES 28 & 55 INCL)	274760156	2345901390						
59	NET PROFIT (LOSS) (LINES 28 & 55 INCL)	3804160	-125585744						
60	NET PROFIT (LOSS) (LINES 28 & 55 INCL)								
61	REBATE/ADDITIONS TO INCOME								
62	ACCOUNT NAME	MONTH	YEAR TO DATE	ACCOUNT NAME	MONTH	YEAR TO DATE			
63	Cash Discounts Earned	8000	97569						
64	Interest Earned	8010							
65	Bad Debts Recovered	8020							
66	Other Income	8040	29700	246895					
67	Rental Income	8080							
68									
69	TOTAL ADDITIONS LINES 63-76 INCL	29797	247455	TOTAL DEDUCTIONS LINES 60-76 INCL	2321	12375			